

## POLICY FEATURES & CONSEQUENCES TO DISCUSS WITH APPLICANT/INSURED – CHECKLIST

(NEW YORK INSURANCE REGULATION 187)

Name(s): \_\_\_\_\_

Item	Discussed With Applicant/Insured?	
	Yes	No
Surrender period & charge	<input type="checkbox"/>	<input type="checkbox"/>
Secondary guarantee period	<input type="checkbox"/>	<input type="checkbox"/>
Equity-index features	<input type="checkbox"/>	<input type="checkbox"/>
Availability of cash value	<input type="checkbox"/>	<input type="checkbox"/>
Tax implications	<input type="checkbox"/>	<input type="checkbox"/>
Death benefit	<input type="checkbox"/>	<input type="checkbox"/>
Mortality & expense fees	<input type="checkbox"/>	<input type="checkbox"/>
Cost of insurance charges	<input type="checkbox"/>	<input type="checkbox"/>
Investment advisory fees	<input type="checkbox"/>	<input type="checkbox"/>
Policy exclusions or restrictions	<input type="checkbox"/>	<input type="checkbox"/>
Riders – features & charges	<input type="checkbox"/>	<input type="checkbox"/>
Limits on interest returns	<input type="checkbox"/>	<input type="checkbox"/>
Guaranteed interest rates	<input type="checkbox"/>	<input type="checkbox"/>
Insurance & investment components	<input type="checkbox"/>	<input type="checkbox"/>
Market risk	<input type="checkbox"/>	<input type="checkbox"/>
Differences in features between fee-based & commission-based policy versions	<input type="checkbox"/>	<input type="checkbox"/>
How producer is compensated	<input type="checkbox"/>	<input type="checkbox"/>

### Applicant/Insured Acknowledgement:

I acknowledge and confirm that this checklist is an accurate representation of the information discussed with me with regard to the life insurance or annuity product(s) I am considering.